

# Acquisition Reform Success Story



## T-38 AUP

**Development Systems Manager (PM):** Ms. Kathryn M. Cliett  
**System Program Director (SPD):** Col Mark D. Shackelford  
**Designated Acquisition Commander:** MGen James S. Childress  
**Contractor:** McDonnell Douglas Aerospace  
**Contractor PM:** Mr. Bob Burk

### Program Description

The T-38 Avionics Upgrade Program (AUP) will upgrade and support T-38 aircraft avionics and Aircrew Training Devices (ATDs). The T-38 AUP will provide student pilots with essential avionics and cockpit management skills for transition to follow-on Fighter and Bomber aircraft through 2020.

### How Streamlining Made a Difference

The T-38 AUP Development Systems Manager (DSM), under the authority of the T-38 System Program Director at SA-ALC, formed a partnership with Industry, AETC, and the support community to develop the Acquisition Strategy and RFP. This partnership was accomplished with extensive industry participation and open communication. Use of ASC's "PIXS", an electronic bulletin board, allowed real time communication with all parties. All documents were posted on PIXS, e.g., RFIs, minutes, charts, interface standards, and program status. AETC's requirements were discussed at all Industry Days. Working groups allowed the parties to resolve issues and determine minimum requirements. Following the source selection, the debriefings included the same ratings, strengths, weaknesses, most probable life cycle costs (MPLCC) and risks which were presented to the SSA (redacted only to eliminate comparison). The T-38 DSM debriefed the offerors in their respective plants, including their senior management. Industry's has lauded these debriefings.

Measure	Goal	Actual
Minimize RFP Size - (Pages)	400	311
Minimize Proposal Brochure Size (Pages)	325	325
Minimize Contract Size - 3 contracts (Pages)	Unstated	572/356/457
Mil Standards (Number)	3	4

**Bottom Line:** The T-38 DSM aggressively implemented the acquisition reform initiatives to enhance communication, efficiency, and program management through its IPTs (doing it **better**). The T-38 DSM completed the source selection within days of meeting the schedule (doing it **faster**). The contracts include flexibility and growth provisions which will allow significant future program savings (doing it **cheaper**).